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Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM
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What's in the Cards?

A MID-YEAR OUTLOOK FROM THE RESALE COMMANDERS

INSIDE:
The AAFES vendor master file

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COMMISSARIES

		MARCH			YEAR TO DATE		
		CY'89	CY'88	% CHANGE	CY'89	CY'88	% CHANGE
	CONUS	$180,337	$162,364	11.07	$500,270	$463,841	7.85
	OVERSEAS	38,946	33,522	16.18	107,422	100,361	7.04
AIR FORCE	TOTAL	**219,283**	**195,887**	**11.94**	**607,692**	**564,202**	**7.71**
	CONUS	127,680	119,000	7.29	348,185	336,350	3.52
	OVERSEAS	46,410	45,780	1.38	129,465	129,045	0.33
ARMY	TOTAL	**174,090**	**164,780**	**5.65**	**477,650**	**465,395**	**2.63**
	CONUS	81,092	74,946	8.20	204,621	194,864	5.01
	OVERSEAS	8,542	8,339	2.43	22,465	21,749	3.15
NAVY	TOTAL	**89,634**	**83,285**	**7.62**	**227,056**	**216,614**	**4.82**
	CONUS	16,604	16,162	2.73	42,383	41,170	2.95
	OVERSEAS	366	340	7.65	925	892	3.70
MARINE CORPS	TOTAL	**16,970**	**16,502**	**2.84**	**43,308**	**42,062**	**2.96**
	CONUS	333	319	4.39	860	811	6.04
	OVERSEAS	319	271	17.71	925	867	6.69
COAST GUARD	TOTAL	**652**	**590**	**10.51**	**1,785**	**1,678**	**6.38**
	CONUS	$406,046	$372,791	8.92	$1,096,319	$1,037,036	5.72
ALL	OVERSEAS	$94,583	$88,252	7.17	$261,172	$252,914	3.27
COMMISSARIES	TOTAL	**$500,629**	**$461,043**	**8.59**	**$1,357,491**	**$1,289,950**	**5.24**
GROCERY STORES	*U.S.[1]*	*$27.599*	*$25.339*	*8.92*	*$77.572*	*$72.738*	*6.65*

EXCHANGES

		MARCH			YEAR TO DATE		
		CY'89	CY'88	% CHANGE	CY'89	CY'88	% CHANGE
	CONUS	$287,996	$269,248	6.96	$783,605	$732,946	6.91
	OVERSEAS	218,721	216,287	1.13	621,048	620,209	0.14
AAFES	TOTAL	**506,717**	**485,535**	**4.36**	**1,404,653**	**1,353,155**	**3.81**
	CONUS[2]	120,101	112,103	7.13	290,968	284,324	2.34
	OVERSEAS[2]	47,606	47,434	0.36	123,196	124,629	-1.15
NAVY	TOTAL[2]	**167,707**	**159,537**	**5.12**	**414,164**	**408,953**	**1.27**
	CONUS	36,120	31,274	15.50	90,807	81,547	11.36
	OVERSEAS	5,880	5,099	15.32	15,694	14,960	4.91
MARINE CORPS*	TOTAL	**42,000**	**36,373**	**15.47**	**106,501**	**96,507**	**10.36**
	CONUS[3]	6,466	6,434	0.50	17,742	17,654	0.50
	OVERSEAS[3]	481	479	0.42	1,322	1,315	0.53
COAST GUARD	TOTAL[3]	**6,947**	**6,913**	**0.49**	**19,064**	**18,969**	**0.50**
	CONUS[3]	975	1,385	-29.60	3,129	4,262	-26.58
	OVERSEAS[3]	1,716	2,003	-14.33	4,941	6,266	-21.15
MAIL ORDER	TOTAL[4]	**2,691**	**3,388**	**-20.57**	**8,070**	**10,528**	**-23.35**
	CONUS	$451,658	$420,444	7.42	$402,646	$387,787	3.83
	OVERSEAS	$274,404	$271,302	1.14	$766,201	$767,379	-0.15
ALL EXCHANGES	TOTAL	**$726,062**	**$691,746**	**4.96**	**$1,168,847**	**$1,155,166**	**1.18**
DEPARTMENT STORES	*U.S.[1]*	*$12.247*	*$11.508*	*6.42*	*$30.554*	*$28.956*	*5.52*

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in millions (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.

* Marine Corps exchange sales estimated. Due to consolidation in progress, actual sales are not available.